

# Success Comes to Those Who Go to Richmond

## Industrial City Commercial City Social City

All These Features Are  
Combined to Make the City of

## RICHMOND

THE SOUTHERN MANUFACTURING CO.

Prominent among the largest manufacturing industries of Greater Richmond is the Southern Manufacturing Co., located at the corner of Perry and Eighth Streets.

This factory, which sends out, annually, over 2,000,000 pounds of the famous "Good Luck" baking powder, began operations a comparatively few years ago. Its business has grown year after year until it has become the largest baking powder industry in the world.

The development of this business proves the advantages offered by Richmond as a manufacturing center.

In this connection, it is also interesting to note a recent announcement that the continued increased demand for "Good Luck" has made necessary the construction of an additional factory upon the large lot adjoining the present manufacturing plant. This new structure will be even larger than the present quarters and overhead bridges will connect both buildings, thus making one huge manufacturing plant.



Nationally advertised product of one of Richmond's large industries, the Southern Manufacturing Company.

The "Good Luck" factory is bright, airy, sanitary and no human hand touches the powder during the process of manufacture or packing. After the powder has been manufactured in the most careful and accurate manner it is mechanically conveyed to automatic machines which accurately weigh out the right amount of powder for each can, place it in the can and put the top on good and snug; the cans then pass out upon the belts to labeling machines and from there to wrapping machines.

As soon as the cans are wrapped they are immediately into cases. During the busy season, especially, the cases are taken directly from the packing room by gravity conveyors and carried immediately into freight cars just outside the doors.

Another feature of the "Good Luck" factory is the patented air-tight, moisture-proof package. Thus the manufacturer of "Good Luck" baking powder not only sees to it that their product is the best possible to produce, but also guards it from moisture or loss of strength to the time it reaches the consumer's kitchen.

### THE DUNLOP MILLS: GREAT EXPORT TRADE

The Dunlop Mills is one of the oldest mills in the United States. Its oldest plant was established in 1780, and the first railroad was built in the United States this mill was exporting flour, and continues to this day to send flour to four continents.

Its Dunlop plant was established in 1848 and is used to supply the large domestic trade. These two plants have a capacity of 1,200 barrels of flour and 4,000 bushels of meal daily.

A recent shipment was 20,000 barrels to an oasis in the desert of Sahara, and shipments are made to Great Britain and Holland as well as to the West Indies.

### DREWRY-HUGHES CO.

Known throughout the Old Commonwealth State and the South as the leading wholesale dry goods house, the growth of the Drewry-Hughes Co. has been in direct proportion to the growth of Richmond. In addition to the extensive stocks of dry goods and notions, the house has one of the largest stocks of floor coverings carried by any house in the South. One of the features of the conduct of the business of the Drewry-Hughes Co. is a return to every merchant of his full railroad fare on every purchase of \$15.00. It is a return on every purchase of \$15.00. It is a return on every purchase of \$15.00.

At 1411-20 East Cary Street are the headquarters of the house.

The president and head of the company is Mr. John C. Freeman, who has been active in its affairs since 1881 and has managed the business since its incorporation. The other active members of the company are Mr. W. A. Powers, vice president; Mr. J. T. Wright, secretary; and Mr. J. D. Taylor, manager of the notion department. These gentlemen, together with Mr. Joseph B. Hensley, president of the Union Bank of Richmond; Mr. R. W. Travers, treasurer of the Virginia-Carolina Chemical Co.; and Mr. E. A. Hartley, well-known banker, merchant, and manufacturer of Petersburg, Va., constitute the board of directors.

### The Virginia Fire and Marine Insurance Company.

Organized in 1812 has enjoyed, through all the varying fortunes of the Old Dominion and the South, a continual growth and stands to-day as one of the oldest and most substantial fire corporations in the country, at the same time being the largest in the South. To-day it operates in New England, in Virginia, North Carolina, Alabama, Mississippi, Louisiana, Texas, Tennessee, District of Columbia, Pennsylvania, New York, Massachusetts, and Illinois. With a capital of \$250,000, it has assets of \$1,000,000 and a net premium of \$750,000 annually.

In 1912 it had in force \$88,798,325 of insurance, with prospects of an increase of \$10,000,000 this year over last.

Conservatively and with the same time aggressiveness managed by the officials, of whom William H. Palmer is president, E. B. Addison, vice president, W. H. McCarthy, secretary, Oscar D. Pitts, treasurer, and J. M. Leake, the general agent.

### Harry Marks Clothing Company (Inc.), Wholesale Clothiers.

Our line, which is adapted for the Southern trade, consists of men's, youths' and boys' clothing in all its branches and grades.

A growing business has been built up by this company, and each year finds our trade extended into new quarters, and our friends are liberal with "re-order" orders.

We cordially invite you to stop over in Richmond and inspect our line. The Harry Marks Clothing Company, (Inc.), is located at 1217 East Main Street, Richmond, Va.

### Richmond Grain and Provision Company.

A new firm but a big one—doing a mail order business—selling to farmers everything to eat for man or beast, from a sack of sugar to a carload of hay or corn.

This is one of the benefits accruing to the individual through parcel post, as the consumer can now buy at wholesale prices and cut down his cost of living enormously. The warehouses of the Richmond Grain and Provision Company will accommodate 200 cars of flour, feeds, groceries, etc., and this company is growing daily and destined to be one of the leading houses of its kind in the country. Too much cannot be said in favor of such an enterprise, it being of such great benefit to the South. The best grades of goods only are handled and the quality guaranteed, and with the high character of the men behind the enterprise it is bound to prove a continued success.

### Binswanger & Co.

Have a very large plant located at Sixth and Byrd Streets, and also have a duplicate plant located at 641-655 Union Avenue, Memphis, Tenn., and are the largest concern in the South in the glass business, carrying extensive stocks of polished plate glass and all items of glass used in building construction, manufacturing mirrors, and ornamental glass.

The business was founded in 1872, more than forty years ago, from a very small beginning, as is characteristic of Richmond concerns, and the growing business developed the establishment of a branch house at Memphis, Tenn., in 1906. They are one of the substantial concerns of both cities and their business extends practically throughout the entire Southern and Southwestern States.

### The E. B. Taylor Company.

1201-1212 East Main Street.  
22 West Broad Street, Richmond, Va.  
Importers and manufacturers' agents, crockery, china, glassware, cut glass, brass goods, house furnishings, glass, varnished and enameled, ware, dolls, toys, and novelties. Have been distributing their line through the States south of the Potomac and east of the Mississippi for the past fifty years, the business having been established by Mr. E. B. Taylor soon after the war between the States, and incorporated in 1892. These people employ a large force of trained men and are in a position to offer to the Southern merchant shopping facilities equal to any and excelled by none, with the additional advantage of a minimum freight rate.

### Chamber of Commerce of Richmond.

An organization that is well offered and well directed, and is recognized as a leader of similar organizations in the South. Its members are men of vision and by its members in the personal attention to the great work it is engaged in, about to occupy a beautiful new building, where will be on exhibition articles manufactured in Richmond, the organization has much to be proud of and is entitled to the well earned appreciation of the citizens of Richmond.

### Kolner Flour Mills

Enjoy a trade that has extended into many distant States that have been in the fore in bringing Richmond products to the attention of consumers to such a degree as to give them a great and growing trade.

### RAPID TRANSIT.

The Virginia Railway and Power Company has 116 miles of track, which include facilities for reaching almost all quarters of the city, with an interurban line reaching to Petersburg, some twenty-three miles distant.

### RICHMOND AND WASHINGTON NEAR NEIGHBORS.

Excellent Railroad Facilities Bring the Two Cities in Close Proximity.

Richmond is just 116 miles from the National Capital, and thanks to the splendid railroad facilities, the journey may be made in considerably less than three hours. The Washington Southern Railway extends from Washington to Quantico, thirty-five miles, thence the Richmond, Fredericksburg and Potomac Railroad to Richmond. Both roads are under the same management, and jointly are appropriately named the Richmond-Washington line. The R. F. & P. R. R., while one of the oldest in the country, has the enviable reputation of never having killed a passenger and this same unique distinction applies to the W. S. Railway.

### The Richmond-Washington Line.

Many modern improvements, including the double tracking of the Richmond-Washington line, have recently been consummated, until to-day the line will stand favorable comparison with any railroad in the country. Double tracked throughout, well graded, 100 pound steel rail, modern block system, the latest type of motive power and rolling stock, trains dispatched by telephone, and what has proved a most successful innovation in this section, a washed gravel roadbed, not only protecting and draining the roadway, but insuring the passengers of a dustless ride over the line at all times. An even dozen trains in each direction, between Richmond and Washington are now running daily at convenient hours, and with very few exceptions, have through Pullmans to and from New York City.

### Richmond and the North, East and West.

Traffic between Richmond and the East has increased almost incredibly in recent years, so much so that anticipating the demand for improved service through trains of all-steel electrically lighted coaches, club dining and Pullman parlor cars have been installed between Richmond and New York, running daily in each direction, and operated almost exclusively to the care of the Richmond patrons. These trains start at Washington, Baltimore and West Philadelphia, and the schedules are so arranged as to reach each city at a convenient hour. Splendid service between Richmond and the North and West is maintained on both freight and passenger traffic in connection with both the Pennsylvania Railroad and Baltimore and Ohio Railroad via Washington, and this service is rapidly gaining in well merited patronage.

### Richmond the Gateway City.

Richmond is the leading gateway to the Southeast, modern progressive city as it is on account of its admirable location with reference to the railroads, and it is necessarily a most important gateway.

The famous Florida Special and Florida Limited, the trains de luxe between New York City and Key West, Fla., are operated via Washington and Richmond, and the comfort, luxury and completeness of their appointments are well fitted to meet the demands of that most fastidious traveler, the Florida tourist. These trains run only during the winter months and every precaution is taken to maintain their schedule to the minute. From Richmond the Atlantic Coast Line, Seaboard Air Line and Southern Railway spread their wings to the South, and freight and passenger trains pass through and around the city with no appreciable delay whatever. The public is left learning of the superior route, and the large shippers are instructed that their traffic to the South be routed "via Richmond" to save time.

### L. H. Jenkins.

No data concerning the manufacturing interests of Richmond would be complete without mentioning the mammoth edition book manufacturing establishment of L. H. Jenkins, sole owner, located on Broad Street in the growing West End. Mr. Jenkins was the pioneer in the idea of constructing manufacturing buildings in this section that not only would serve their purpose as such, but would tend to beautify the city. The plant is an ideal one with its beautiful flower garden and clinging vines.

However, the business it does is what makes it a powerful factor in the up-building of Greater Richmond. Surely he realizes that the making of many books there is no end when we see this concern taking the blank paper, printing and binding complete ten thousand books a day. It is one of the plants in Richmond that demonstrates what can be done by men of progress, industry, and business foresight. It has grown from a small "shop" with one or two employees, to a "plant" that is one of the largest of its kind in the country.

The books manufactured by "Jenkins" are shipped all over the world. He is known in all the great book centers as the leading manufacturer, thus directing the eyes of the country to Richmond. During one day recently shipments were made from Alaska on the North to Tasmania on the South. Shipments have recently been made to New Zealand, Australia, Philippine Islands, Hawaii, Porto Rico, Cuba, South America, and Portugal, and other foreign countries.

The express officials state that Jenkins makes more express export shipments than all the other concerns in Richmond combined. The very latest appliances for printing and binding are constantly being introduced into the plant, and the business is confined to a work-school books being their specialty.

They cover 123 by 22 feet of ground, with nearly 60,000 square feet of floor space.

### The Baughman Stationery Co.

Situated on the tracks of the Richmond, Fredericksburg and Potomac Railroad with a floor space of about 60,000 feet, which is divided into the following departments: Stationery, wholesale paper, printing and bookbinding.

This company makes a specialty of railroad and commercial work, the printing and bookbinding departments being equipped with the latest machinery, and purchasing the raw material direct from the mills enables them to furnish the large consumers with their forms at very attractive figures. A short while ago, the company placed within two days an order for over 1,000,000 pounds of paper or over fifty cars.

The business has been built up without a traveling salesman and their largest trade consists of the corporations who have been purchasing from them for a number of years.

It will be time and money well spent for the person who has charge of purchasing the printing for corporations to visit the plant of the Baughman Stationery Co., who will take pleasure in showing them through the various departments.

### Valentine Meat Juice Company.

The history of this company is one that adds sympathy to business and the health of the people of the Valentine Meat Juice Company are attended by physicians and consumers everywhere.



Interior View of the National State and City Bank, Richmond, Va.



BROAD ST. FRONT GRACE ST. FRONT

### MURPHY'S HOTEL, RICHMOND, VA.

Everybody knows Murphy's Hotel, identified with Richmond hotel keeping for a number of years, and the new building is a monument to his business sagacity. All the ideal conveniences travelers require and delight in are to be had at Murphy's always.



### ADAMS GRAIN AND PROVISION COMPANY, RICHMOND, VA.

One of the leading houses of its kind in the South, having branches in Maryland, Newport News, Va.; Charlottesville, N. C.; Fayetteville, N. C.; Nashville, Tenn.; and Memphis, Tenn. Through their large number of branches, they cover the South, and their business is growing by leaps and bounds every year. Their plant at Richmond, Va., is very modern, being one of the most up-to-date plants south of Baltimore, and in addition to their own plant at Richmond, they operate the Chesapeake and Ohio Railway public elevator.

The Newport News branch is maintained to conduct the export business, and large quantities of grain being sent to foreign shores from Newport News.



FARMERS' NATIONAL BANK, RICHMOND, VA.



New Home of Virginia Railway and Power Company, Richmond, Va.

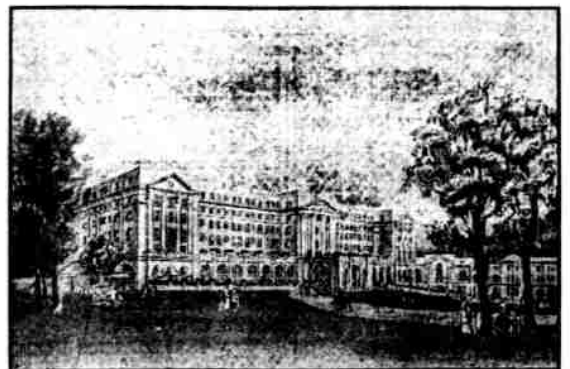


### HOTEL RICHMOND, RICHMOND, VA.

Washington Monument, Capital Park in foreground.

With the Capital Park and the Washington Monument in the foreground, the Hotel Richmond has an ideal location, operated on the European plan, with 200 rooms en suite with bath and a total accommodation for 400 guests, those who want to be in the business center while visiting Richmond, have in this hotel all

that one could desire in interior surroundings and conveniences to theaters, churches, and State capital. The proprietor, A. T. Atkinson and S. T. Atkinson, managers, have friendly and never miss an opportunity to make Richmond and "put up" at the Hotel Richmond.



### The New Hotel Now Being Erected at White Sulphur Springs, W. Va.

To be opened about October 1, 1913, European plan. Cuisine and service of highest order. Open throughout the year—absolutely fireproof. Each room has connecting bath and long distance telephone. Directly on the main line of the Chesapeake and Ohio Railway. Sleeping and parlor cars direct from all points East and West.

The building is of the most modern fireproof construction, and even in this day of magnificent appointed hotels, will be unique and distinguished. There are three hundred sleeping rooms, each one connected with bath and having running water. As will be seen from the above illustration, the general type is Georgian, and thoroughly in keeping with the traditions of Old White Sulphur. It is the intention of the owners to make White Sulphur Springs "The Cure" of America. As such, this hotel will remain open during the entire year, and it is the present intention to conduct it on the European plan. No conveniences that modern ingenuity can suggest, or luxury demand, will be found wanting in this magnificent place, and at no other place in America will "The Cure" features of European resorts, such as Karibad, Nauheim and other celebrated spas, be so highly duplicated.

The natural conformation of the country lends itself to every form of outdoor sport. What is probably the most interesting eighteen hole golf course in America is provided, and is kept in first-class shape, in charge of an eminent professional. Tennis, hunting and fishing are available for those thus inclined. Horse paths have been made in every direction throughout the mountains, and horseback riding is one of the special features always available. The devotee of the automobile will find the roads about White Sulphur not only exceedingly good, but the scenery most interesting and picturesque. A model garage is connected with the hotel.

The water at White Sulphur has long been celebrated for its favorable action on many diseases. With a view of accentuating these, the owners have erected a magnificent bath house, which is equipped with every form of modern hydrotherapy. All of the baths which may be obtained abroad at Aix, Vichy, Nauheim and other celebrated spas are available here. Hot and cold sulphur baths of the celebrated White Sulphur are the feature of the place. The whole establishment will be under the care and direction of the most eminent authority in America on these forms of treatment, and nothing that medical science can suggest will be omitted in the furnishing of this wonderful hydrotherapeutic establishment. Special booklet on sulphur water and the treatments will be furnished on request.

Yesterday and To-day, An attractive twenty-page booklet descriptive of Richmond has been issued by the city of Richmond in co-operation with the Chamber of Commerce, and will be sent to any one on application to W. T. Dabney, business manager of the Chamber of Commerce.

### Christopher Engraving Company.

One of the enterprising concerns with a large local and extensive interstate trade is the Christopher Engraving Company of Richmond. The attractive cuts used on these pages were made by this concern, and speak for the efficient and high-toned character of the work which they turn out.